



Giving Shape to Ideas

Facilities Management: Ensuring Your Business Environment Runs on Innovation.

OMNIA
PARTNERS



management solutions that work just the way you do.

No two businesses work exactly alike. But every business leader can ask: Are you paying too much for document printing and copying? Is your business information moving quickly enough and reaching the right people? Do you sacrifice impact by printing in B&W when color has greater impact? Are you using color for everyday document needs where B&W is more cost-effective? Have you realized the full potential of new digital technologies? Is your equipment working together? Are you wasting energy with redundant or under utilized devices on standby? Would you benefit from greater tracking, reporting and accountability? And most important: do you need a productivity partner, not just an equipment provider?

A Total Package of Operational, Technology and Financial Benefits that Answers Your Questions

Konica Minolta Facilities Management Solutions are comprehensive, cost-effective and all-inclusive. This single agreement saves you the time and trouble of dealing with multiple vendors and equipment providers. Consolidated invoicing can minimize costs and reduce errors. Our expert assessment gives you a better handle on your needs – and flexible equipment and staffing provisions let you customize a management solution that's a perfect fit for your application, with on-site, first response to a multi-vendor fleet of output devices to get you up and running again. You can implement both walk-up and scheduled services for document print/copy, bindery, mailing, shipping/receiving and centralized supply management procedures, with just-in-time deliveries to minimize the need for storage space. You'll have on-site fulfillment, scanning/imaging, reception, fleet management and record-keeping capabilities. Plus, you will have access to additional trained staffing resources for high volume or other special projects. Staff cross training can minimize service disruption during absences, vacations, etc. And with facilities management tasks covered by trained professionals, your administrative team can be assigned to more productive management tasks for greater efficiency.

With all these advantages, a Konica Minolta facilities management solution makes good business sense – and a big difference in your bottom line costs.

A Total Management Solution with Access to the Latest Technologies

Konica Minolta expertise in every area of digital document technology stands at the heart of the Facilities Management Solutions we offer your business. You'll benefit from a broad range of today's most advanced document imaging systems and software, all working together to improve your productivity and reduce your costs. In fact, Konica Minolta equipment in a comprehensive Facilities Management Solution can realize up to 30% savings in overall material costs – while streamlining your workflow to improve information throughput and employee productivity.

Only Konica Minolta Can Deliver These Superior Innovations ...

With the introduction of bizhub® MFPs, Konica Minolta raised the bar in digital document quality and cost-efficiency. Built-in Emperon® print control makes operation simple with user-friendly interface and universal print drivers – and our exclusive Simitri® HDE polymerized toner provides high-resolution image quality with biomass plant-based materials to protect the environment. Our bizhub OP (Open Platform) design features bEST (bizhub Extended Solution Technology), which allows seamless integration of both Konica Minolta's own software solutions 3rd-party industry-standard software in use by healthcare, educational, legal and other specialized applications. With Konica Minolta, your facility can take advantage of networkable, right-sized solutions to fit every document imaging demand.



... and Service the Specialized Document Needs of Your Business

In addition to handling the corporate communication materials, reports, presentations, electronic forms, billing statements and other documents that every business requires, Konica Minolta hardware and software handles special needs in a wide range of applications:

- **Healthcare:** Konica Minolta MFPs provide an ideal on-ramp for EMR conversion, with special security safeguards for HIPAA compliance.
- **Higher Education:** With Konica Minolta bizhub MFPs and production printers, on-demand, shorter run course content can be created in-house and on-demand at a fraction of the cost.
- **K-12 Education:** Konica Minolta provides solutions for student testing, grading and record-keeping with enhanced security and all-in-one productivity.
- **Legal:** Konica Minolta hardware and software work together to scan legal

documents, prepare case files with tabbed pages, perform automatic Bates stamping, redaction, annotation and more.

- **Libraries:** Konica Minolta microform and face-up scanning solutions speed library workflow, protect fragile bindings and interface with cost-recovery systems.
- **Marketing:** Konica Minolta bizhub color MFPs and production printer solutions offer advanced color imaging technology and sophisticated color management tools for graphics professionals.
- **Manufacturing:** KIP wide-format printers lead the industry in color or monochrome LED-based printing and viewing of wide-format engineering drawings, public-works documents and more.



Through the innovative thought and expertise of Konica Minolta Facilities Management, you benefit from comprehensive, cost-effective solutions that save you time and ensure efficient operations.





why choose Konica Minolta facilities management solutions?



- 1 Allow companies to focus on core competencies
- 2 Optimize and control operating costs
- 3 Free Key Resources for other purposes
- 4 Access to innovative thought and expertise
- 5 Leverage industry best practices
- 6 Enable optimization opportunities
- 7 Reduce time to market new products and services
- 8 Share risks and responsibilities – including security & compliance
- 9 Take advantage of global capabilities
- 10 Solutions for managing change



A Smarter Way to Manage Your Facility. A Better Way to Run Your Business

To be competitive today, you need to keep pace with technology. Stay ahead of your competition. Focus on fast-changing conditions that create new opportunities. All while keeping an eye on the business essentials that make you productive – and profitable.

That's why KMFMS is good business. It lets professionals manage your facilities, so you can focus on running your business. And the numbers prove it. A recent survey showed 63% of business decision-makers have outsourced one or more management processes in the past five years. Over four out of five executives with active outsourcing programs said they were satisfied with their decisions – and would continue to use them. What's more, 66% of those executives believed outsourcing helps them become more profitable and increases shareholder value.



Increases Productivity and Reduce Costs

With Konica Minolta Facilities Management Solutions, organizations with a large volume of document traffic, significant reliance on the use of central reprographic and in-plant fulfillment departments, large scale mail volume, and complex shipping and receiving operations are able to reduce staffing, expand operations and/or repurpose full-time employees to be more productive. What's more, they've been able to increase employee skill sets, cut down on absenteeism, provide a stronger career path for office services staff and improve overall employee efficiency and morale.



Provides Expert Assistance

We understand vertical markets have special needs that require expert management assistance. Educational facilities demand time-consuming oversight of student record-keeping, testing, campus wide networking and mail distribution. Hospitals, clinics, doctors' offices and medical insurance providers must cope with electronic records conversion, increasing security and HIPAA concerns and rising administrative costs. Legal providers require case file preparation, electronic discovery, after hours staffing and archiving and litigation services. KMFMS accomplishes these specialized tasks quickly, accurately and cost-effectively.



Gets the Job Done Faster – and Better

Our Konica Minolta Facilities Management Solutions team are professionals with broad expertise in managing operations of your size and scope. Our first step is to analyze your business processes, getting a firm understanding of the needs of your facilities. Then, we determine the best way to maximize your productivity. We give you a single point of contact for hardware, software solutions, service and support. And provide both on-site and off-site resources to handle routine and emergency response, keeping your facility operating at peak efficiency.





Streamline. Konica Minolta Business Solutions provides on-site resources services and advanced document imaging technologies for your specific applications. Our Facilities Management Solutions include:

- Office Services
- Secure Mail Distribution and Management
- On-Site and Off-Site Production Centers
- Print Shop Staffing
- Creative Design Services
- Managed Print Services
- Imaging, Scanning and Copy Services
- Records Management Solutions
- Litigation Support and eDiscovery
- Legal Document Services
- Mainframe and Data Center Services
- Business Continuity and Disaster Recovery Management
- Courier and Fax Services
- Light Office Moves
- Transition and Implementation Services
- Reception and Security Coverage
- Campaign Management and Fulfillment
- Data Entry Management
- Shipping and Receiving
- Hospitality and Conference Room Management

Partnership.

Konica Minolta can help give shape to your ideas and partner with you to achieve your corporate objectives. Contact us to realize opportunities in:

Information Management

Enterprise Content Management (ECM)
 Document Management
 Automated Workflow Solutions
 Business Process Automation
 Security and Compliance
 Mobility
 eDiscovery Services

IT Services

Application Services
 Cloud Services
 IT Security
 Managed IT Services
 IT Consulting & Projects

Technology

Office Multifunction Business Solutions
 Commercial and Production Printers
 3D Printers
 Wide Format Printers
 Laptops, Desktops and Computer Hardware
 Servers and Networking Equipment
 Managed Print Services (MPS)
 Managed Enterprise Services

OMNIA Partners is the largest and most experienced organization in purchasing and supply chain management. Covering both the private and public sectors, OMNIA Partners unites industry-leading buying power and world-class vendors to offer an extensive portfolio of sourcing solutions and partnerships. Learn how we can help you soar past every growth goal and marker of success at www.OMNIAPartners.com.



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